

# BUFFALO DISTRICT OFFICE NEWS

NOVEMBER 2011

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## Special Points of Interest

### SCORE

SCORE Chapters are located in:  
Buffalo.....(716) 551-4301  
Canandaigua ....(585) 394-4400  
Geneseo.....(585) 245-5429  
Jamestown, Olean, Wellsville..  
.....(585) 593-6182  
Rochester..... (585) 263-6473  
Penn Yan..... (315) 536-3111

### Small Business Development Center

SDBC's are located in:  
Brockport .....(585) 395-2334  
Buffalo.....(716) 878-4030  
Jamestown .....(716) 665-5754  
Niagara .....(716) 434-3814  
Rochester.....(585) 232-7310

### Women's Business Center

Canisius College  
Demerly Hall  
2365 Main Street  
Buffalo, NY 14214  
(716) 888-6650

## VETERANS DAY 2011

With thousands of service men and women returning from wars in Iraq and Afghanistan, the U.S. Small Business Administration is welcoming them home with programs and initiatives to help them start, grow and expand their businesses.

"Around Veterans Day, our thoughts turn to the men and women who are serving or have served in Iraq and Afghanistan, as well as to all who have made sacrifices and served our country in the armed forces," SBA Administrator Karen Mills said. "When you consider the leadership and management skills our veterans develop while on active and reserve duty, it's no wonder we see so many of them choose a path as entrepreneurs and small business owners."

SBA provides veterans access to much needed business counseling and training, capital and business development opportunities through government contracts.

### Those products and programs include:

**Entrepreneurial Development**  
SBA and Syracuse University are expanding the successful Entrepreneurship Boot Camp for Veterans with Disabilities (EBV) program to an eighth school, Cornell University. The growing partnership between SBA and Syracuse University, now in its third year, provides



UCLA, Florida State University, Texas A&M University, Purdue University, Louisiana State University, and Cornell University.

SBA is also providing \$2.6 million through a cooperative agreement over three years for two new programs supporting veteran

training on how they can start and grow a small business with programs targeted to service-disabled veterans who served in Iraq and Afghanistan and their family caregivers, women veterans, and National Guard and Reserve members and their families.

The "boot camp" was created and delivered by a network of some of the best business schools in the country. Last year, the first year SBA partnered with Syracuse University, 129 service-disabled veterans participated in the program.

Since the program's inception, more than 320 wounded warriors have graduated and more than 150 businesses have been launched by graduates. Participating schools include: Syracuse University, University of Connecticut,

entrepreneurs.

The first, Women Veterans Igniting the Spirit of Entrepreneurship (V-WISE), focuses on training, networking and mentorship for women veterans. The three-day, off-site training

program, online training and network support structures are delivered in several locations around the nation, and anticipates serving up to 1,400 female veterans over a 36-month period.

Continued next page....SBA Helps Veterans

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U.S. Small Business Administration

## SBA HELPS VETERANS START, GROW AND EXPAND SMALL BUSINESSES

*“Around Veterans Day, our thoughts turn to the men and women who are serving or have served in Iraq and Afghanistan, as well as to all who have made sacrifices and served our country in the armed forces,” SBA Administrator Karen Mills said.*

The second, Operation Endure & Grow, targets National Guard and Reserve Component members, their families and partners. The goal of this program is to mitigate the small business economic hardship of deployed members and their families. Launching and/or growing a small business for those who The eight-week online course focuses on the fundamentals of launching and/or growing a small business for those who will sustain the business when the service member is deployed, injured or killed. Initially, 550 individuals are expected to participate. Together, V-WISE and Operation Endure & Grow are expected to serve over 1,950 individuals and their families over three years.

### Access to Capital

SBA had a near record year lending to veteran-owned small businesses in fiscal year 2011. SBA lending to veterans in fiscal year 2011 amounted to more than 4,300 loans totaling \$1.5 billion in its flagship 7(a) and 504 programs. Since 2007, SBA’s Patriot Express loan pilot initiative alone has guaranteed loans of more than \$667 million to nearly 8,100 veterans, reservists and their

spouses to establish or expand their small businesses. The initiative, extended through 2013, provided more than 1,560 loans totaling \$142 million in fiscal year 2011. Patriot Express is offered by SBA’s network of participating lenders nationwide and features one of SBA’s fastest turnaround times for loan approvals.

### Government Contracting

SBA worked with both contracting officers and veteran-owned small businesses to deliver the highest-ever percentage of federal contracts to service-disabled veteran-owned small businesses in FY2010, totaling \$10.4 billion. Also, through parity legislation, SBA reestablished a level playing field for service-disabled veteran-owned businesses that compete with other small businesses for set-aside contracts.

The Office of Veteran’s Business Development provided SDVOSB procurement training to more than 3,000 SBVOSB’s in 2011 to help achieve the 3 percent SDVOSB goal. The SBA is expanding its outreach to service-disabled veterans with an online contracting tutorial to help veterans and military spouses who own small businesses identify

and take advantage of federal contracting opportunities.

### Task Force Report

SBA chairs the *Interagency Task Force on Veterans Small Business Development* focused on improving and expanding opportunities for veteran business owners. The Task Force recently issued its first Report to the President and included 18 recommendations to increase access to capital, improve business development opportunities, and meet federal contracting goals for veteran-owned small businesses and service-disabled veteran-owned small businesses. You can [read the whole report here](#).

SBA reaches out to veterans through its 68 SBA district offices, 15 Veterans Business Outreach Centers nationwide, more than 1,000 Small Business Development Centers, 110 Women’s Business Centers and some 12,000 SCORE volunteers. SBA also has numerous programs creating government contracting opportunities for veteran-owned small businesses. For more information, visit [www.sba.gov/vets](http://www.sba.gov/vets) and [www.sba.gov/reservists](http://www.sba.gov/reservists).

## District Staff

District Director  
Franklin J. Sciortino

Deputy District Director  
Victoria Reynolds

Government Contracting/  
Business Development  
Laura McCabe  
Pamela Andolina

Lender Relations  
Paul Hoffman  
Barbara Krieger

Administration  
Sheila Haggerty

Public Information Officer  
Kelly LoTempio

District Counsel  
Mollie B. Gaughan

## Rochester Branch Staff Directory

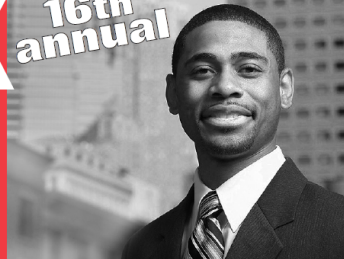
Branch Manager  
Malcolm Richards

Procurement Analyst  
Joyce Spears

Program Support  
Specialist  
Tammi Bennett

# STRAIGHT TALK 2012

16th  
annual



- **Small Business Education**
- **Training**
- **Counseling**
- **Networking**



**Saturday, January 21, 2012**

**8:00 am – 1:00 pm**

**Buffalo Niagara Convention Center**



Scan the QR code with your mobile phone for more info on the SBA Buffalo District Office.

**Register by calling:**

**716-551-4301 or [buffalo\\_do@sba.gov](mailto:buffalo_do@sba.gov)**

## STRAIGHT TALK PROGRAM

Aspiring or existing entrepreneurs are invited to attend Straight Talk 2012 a Small Business Assistance Conference on Saturday, January 21 from 8:00 am to 1:00 pm at the Buffalo Niagara Convention Center located at 153 Franklin Street in Buffalo, New York.

Representatives from over 20 local organizations will assist small businesses and available to counsel and educate small business

owners or potential owners.

Small Business owners will attend the introductory session "Business Basics" and choose from two additional seminars throughout the day. Topics at this event include: Make Yourself Credit Worthy, Accessing Business Opportunities through SBA 8(a), DBE and MWBE Certification, Show Me the Money, Business Assistance for

Veterans, Navigating Your Business Through Taxes & Permits, We Did It! You Can Too! and Marketing Your Small Business.

Please view the attached brochure for full details.

Registration can be made by calling the SBA at (716) 551-4301

## SBA Grants \$30 Million to States for Trade, Export Promotion

The U.S. Small Business Administration is providing \$30 million in grants to states, territories, and the District of Columbia, to help increase exporting by small businesses during the next 12 months. The grants were authorized by the Small Business Jobs Act of 2010, under the State Trade and Export Promotion Program (STEP).

The STEP program, launched in March, aligns with President Obama's National Export Initiative.

The President's initiative calls for doubling U.S. exports in five years – and in so doing, supporting two million jobs. The program provides federal government funding for 65 to 75 percent of program costs, with states supplying the remainder.

SBA Administrator Karen Mills announced the awards today at an event in Raleigh, N.C., at Raleigh Denim, a small business that produces and exports denim products. Forty-seven states, the District of Columbia, Puerto Rico, Guam, the Northern Mariana Islands, and the Virgin Islands received STEP grants.

"Strengthening the nation's economy through a substantial increase of U.S.

exports is a top priority for the Administration and the agency," said Mills. "This is a unique partnership between the federal government and the states. Sharing responsibilities and resources will help new small exporters across the country enter and succeed in the global market."

The funding will support participation in foreign trade missions, foreign market sales trips, subscriptions to services provided by the Department of Commerce, website translations fees, design of international marketing media, trade show exhibitions, participation in training workshops, and other critical export initiatives.

Small businesses that want to receive assistance under the STEP program should contact the organizations serving the states in which they are located. For a list of these organizations and more information about the STEP program, visit <http://www.sba.gov/about-offices-content/1/2889/resources/14315>.

The SBA anticipates it will conduct a new competition for STEP program grants during the winter of 2011. Awards will be made in September 2012 for export support services by states over the following 12 months.

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## Small Business Success Stories

The SBA Buffalo District office would like to invite you to submit a success story request to be featured in a future SBA newsletter. Upon publication, the success story will be made available on our website at [www.sba.gov/ny/buffalo](http://www.sba.gov/ny/buffalo), and distributed to all local media sources in an effort to achieve publicity for you, the lender, SBA and the small business owner(s).

In order to qualify as a success story, the following criterion must be met:

- ⇒ Businesses that have directly benefited from SBA assistance or programs including loans, business development and contracting programs.
- ⇒ Businesses that have directly benefited from SBA resource partner assistance, including, but not limited to SCORE, SBDCs and Women's Business Centers.
- ⇒ Businesses that demonstrate the importance of small businesses to the overall economy.

You may submit your requests to the SBA Buffalo District Office with a detailed narrative of the proposed success story via email or regular mail. Please include supporting documents and contact information. The SBA will contact you to further consider the submission if selected. The contact information for the SBA is as follows: Kelly LoTempio, 540 Niagara Center, 130 South Elmwood Avenue, Buffalo, NY 14202 or by e-mail at [kelly.lotempio@sba.gov](mailto:kelly.lotempio@sba.gov)